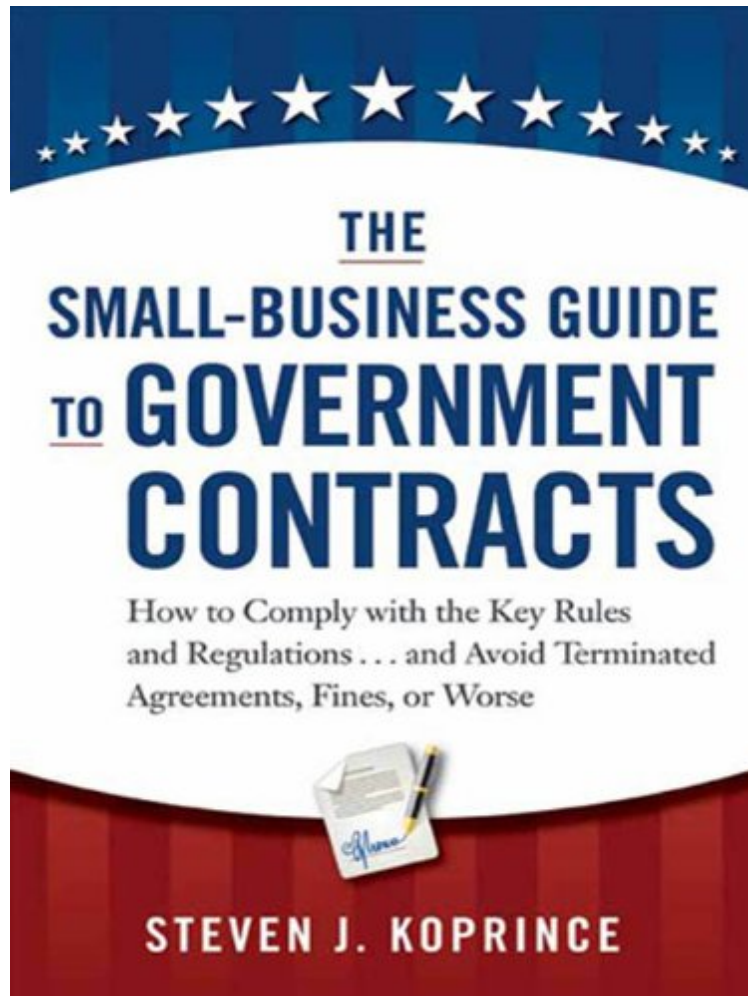


(Mobile book) The Small-Business Guide to Government Contracts: How to Comply with the Key Rules and Regulations . . . and Avoid Terminated Agreements, Fines, or Worse

The Small-Business Guide to Government Contracts: How to Comply with the Key Rules and Regulations . . . and Avoid Terminated Agreements, Fines, or Worse

Steven J. Koprince

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Each year, the federal government awards billions of dollars in small-business contracts. It's both the lifeblood of hundreds of thousands of companies and a quagmire of red tape. One misstep can result in hefty fines, cancelled contracts—even jail time. The Small-Business Guide to Government Contracts puts a wealth of specialized legal counsel at readers' fingertips. It's the one book that looks beyond winning a piece of the \$500 billion pie and concentrates on the crucial but complex Federal Acquisition Regulation (FAR) and other rules required for keeping the contract alive and avoiding penalties. Clear answers to the most important compliance questions are inside, including: Is a small business really small? Who is eligible for the HUBZone, 8(a), SDVO or WOSB programs? What salaries and benefits must be offered? What ethical requirements must be followed? When does affiliation become a liability? No one can afford to be lax with the rules or too hurried to heed them. This book helps contractors meet their compliance obligations and keep the pipeline flowing.

From the Inside Flap Nothing puts a small business on the path to financial stability like tapping into a lucrative government contract. A whopping \$500 billion of federal contracts are distributed every year, with more than \$100 billion specifically set aside for small businesses. But Uncle Sam's money comes with strings attached. Lots of them! Though many small businesses depend on federal contracts for survival, they often flounder through the red tape. One misstep can result in hefty fines, cancelled contracts—even jail time. Now you can get the essential nuts-and-bolts information you need to navigate the complex Federal Acquisition Regulation (FAR), and other rules required for keeping the contract alive and avoiding penalties. Written by an experienced procurement lawyer, The Small-Business Guide to Government Contracts puts valuable legal information at your fingertips—but stripped of unnecessary legalese. Instead, you'll find clear, concise answers to your most pressing questions about small-business set-asides, including: How do you know if your small business is really small? What are the differences between revenue-based and employee-based size standards? Who is eligible for the HUBZone, 8(a), SDVOSB, or WOSB programs? What minimum salaries and benefits must you offer if you receive a federal contract? What ethical requirements need to be followed, and what can land you in trouble? When does affiliation become a liability, and how do you resolve this potential deal-breaker? Why might the government view your subcontractor as an ostensible subcontractor? What happens if you want to sell your business while performing a government contract? No one can afford to be lax with the rules or too hurried to heed them. Whether you currently have a government contract, or are one of the hundreds of thousands of companies vying for these contracts or contemplating a bid, this is the one book that looks beyond writing a winning proposal to concentrate on your critical compliance obligations. It's packed with real-life stories from the field, questionnaires and calculations to help you evaluate your small-business status, tips on drafting agreements and proposals, at-a-glance checklists for pinpointing information—and more essential compliance information you need to keep the pipeline flowing. Steven J. Koprince is a small-business and government contracts attorney whose practice is dedicated to helping small companies successfully navigate the federal marketplace, as well as assisting large companies in forming compliant teaming and mentoring relationships with small contractors. He is a regular speaker and author on the FAR, the SBA affiliation rules, and other legal matters important to small government contractors, and has published articles in leading legal and industry publications. He serves as an editor of The Procurement Lawyer. A graduate of Duke University and the Marshall-Wythe School of Law at the College of William Mary, he lives in Lawrence, Kansas, with his wife and daughter. From the Back Cover Advance Praise for The Small-Business Guide to Government Contracts: "The Small-Business Guide to Government Contracts is the definitive guide to everything any business needs to know about small-business compliance. This should be a desktop reference for all contractors, large or small, and OSDBUs, PTACs, SBLOs, and everyone else in the government contracting community." — Mark Amtower, Co-Founder, Government Market Master program "The Small-Business Guide to Government Contracts should prove to be an essential and dust-free reference for small-business leaders pursuing federal contracts." — Guy Timberlake, Chief Visionary and CEO, The American Small Business Coalition "Any business interested in government contracting and avoiding many of the pitfalls associated with this complex subject must read this book. It explains in an easily understood manner how to deal with and understand many of the rules and regulations concerning government procurement. I was particularly impressed with its coverage of the 8(a) Business Development Program." — Charles Gaston, President, Charles Gaston Associates/ Former U.S. Small Business Administration District Director "Steven Koprince has hit the nail on the head, and the timing couldn't have been more perfect.... This is not only a book

that will help government contractors learn to quickly navigate federal waters, but should be required reading for acquisition personnel....Superb read!" — Valerie Lewis, President, NCA Service Disabled Veteran Owned Small Business Network About the Author STEVEN J. KOPRINCE is an attorney whose practice focuses on representing small businesses and government contractors.